

**Verizon New England Inc.
d/b/a Verizon Massachusetts**

Commonwealth of Massachusetts

D.T.E. 01-31

Respondent: Robert Mudge
Title: President Verizon MA

REQUEST: Department of Telecommunications and Energy, Set #2

DATED: May 24, 2001

ITEM: DTE 2-9 See pp. 9-10: According to Mr. Mudge's testimony, the resale market "has been active for quite some time" with every exchange served by a minimum of one reseller. Further, Mr. Mudge states that resellers serve 15-30 percent of business lines in exchanges statewide. Please provide complete and detailed documentation in support of these statements about the resale market.

**SUPPLEMENTAL
REPLY:** Verizon considers certain data responsive to this request proprietary and competitively sensitive. That data will be made available to the extent provided for in a mutually agreeable Protective Agreement.

Resellers have been active in Massachusetts beginning as early as six years ago. Verizon MA executed interim resale agreements in 1995 and its first resale interconnection agreement under the Telecommunications Act in 1996.

The attachment to the Company's response to DTE 1-2 demonstrates the presence of resellers in every Central Office across the state. On the non-proprietary version of the attachment, the wire center names have been removed and the data is listed in a random order.

With regard to resellers serving 15 to 30 percent of the business lines in exchanges across the state, the testimony states: "[S]tatewide, Resellers serve about 15 percent of the number of business lines served by Verizon MA... And the focus is not just large cities. In several of our smaller central offices, Resellers serve over 20 percent of the number of business lines served by Verizon MA. In several exchanges, that figure exceeds 30%." Pages 9-10 at 19-1. The

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attached table provides January 2001 data that support these statements. It shows the number of resold business lines, on a central office basis, and the percentage of resold lines to Verizon MA retail business lines. It further includes a list of the 54 resellers who had installed lines in January.

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